

Sonoma Clean Power

RFP Pre-Bid Workshop

March 1, 2013

Welcome

- Welcome to SCP pre-bid workshop
- Purpose of workshop is to provide background on SCP, review the RFP issued last week and answer questions. Questions not answered today will be responded to via e-mail (distribution list)
- If not on the distribution list and you wish to be added, please send an e-mail to Cordel:
Cordel.Stillman@scwa.ca.gov

SCP Background

- Program has been under development for several years with active involvement from local municipalities and stakeholder groups:
 - Feasibility study (October 2011)
 - Draft implementation plan (October 2012)
 - SCPA (joint powers authority) formed (December 2012)
- SCP intends to begin serving customers as a Community Choice Aggregator in early 2014

SCP Objectives

- Reduce greenhouse gas emissions related to electricity usage
- Promote use of renewable energy resources
- Promote energy efficiency
- Create local economic benefits
- Promote development of renewable energy within the County

SCP Scope

- SCPA initiated with two members: Sonoma County Water Agency and Sonoma County
 - Additional members may be added prior to commencement of CCA service
 - Additional members may include one or more of the eight remaining municipalities within Sonoma County
 - Remaining municipalities will make participatory decisions within the next several months (expected by July).
- Purpose is to implement SCP and other energy-related programs
- SCPA will be the contracting entity/counterparty for all SCP program services and power supply

Potential SCP Customer Base

Customer Class	Accounts	Projected Energy (MWh)
Residential	191,245	1,295,116
Small Commercial.	21,281	368,493
Medium Commercial	2,157	354,911
Large Commercial	528	267,593
Industrial	19	107,566
Agricultural	2,353	60,659
Street Lights	2,916	15,973
Total	220,499	2,470,310

RFP Overview

- Seeking proposals for power supply and related services to initiate the SCP program:
 - Energy products, demand-side services, and program startup support
 - Data management services
- Not seeking standalone proposals for demand-side services or renewable resources at this time although such proposals may be requested in future solicitation(s)

Energy Products

- Proposals must include all of the following energy products:
 - Shaped Energy (delivered at PG&E DLAP)
 - Resource Adequacy Capacity (NP15, Bay Area, PG&E Other)
 - Renewable Energy (RPS Compliance and Voluntary)
 - CAISO Scheduling Coordination
 - Ancillary services
 - Distribution losses

Energy Products: Renewable Energy

- Renewable energy and certificates must be delivered from CA RPS-eligible resources (“Eligible Renewable Resources”), consistent with guidelines published by the CEC.
- RPS Renewable Energy – must satisfy SCP’s RPS obligations within each Compliance Period.
- Voluntary Renewable Energy – must be sourced from Eligible Renewable Resources but is not subject to delivery limitations (applicable to Buckets 2 and 3) identified in SB1X.
- Strong preference for Local Renewable Resources (within Sonoma County).

Demand Side Resources and Startup

- Proposals that include significant demand-side resources are strongly encouraged and will receive preference in the evaluative process.
- Proposals that include funding or in-kind assistance with startup activities (program management, marketing, regulatory support, etc.) will receive preference during evaluation.
- Proposals that synchronize supplier payments with SCP's customer billing/revenue cycle will receive preference during evaluation.

Energy Product Proposals

- All Energy Product proposals must include structured pricing for Variation 1 or Variation 2.
- Other pricing structures may be proposed as optional Variation 3.
- Minimum service term of January 1, 2014 – December 31, 2016.

Pricing Variation 1

- All-in price (excluding distribution losses).
- Renewable energy content must be sufficient to supply standard tariff (per specified percentages) and voluntary 100% renewable energy tariff.
- Proposed prices will be applicable to all energy requirements of the enrolled customer base.
- Fixed price terms of one, two and three years.

Bid Form 1A

Sample Bid Form A: Variation 1A - 33% Renewable Energy Content

Bidder Name: _____

Pricing Valid Through (Date) _____

Instructions:

Bidder must provide prices in cents per kWh for all seven customer classes and for all classes combined.

Bidder must provide bids for all years through 2016. Additional years may be bid optionally.

Energy pricing will be evaluated to thousandths of cents per kWh.

Each of the seven classes will be evaluated independently and may be selected independently.

Customer Classes

<u>Calendar Year</u>	<u>Residential</u>	<u>Small Commercial</u>	<u>Medium Commercial</u>	<u>Large Commercial</u>	<u>Industrial</u>	<u>Agricultural</u>	<u>Street Lighting</u>	<u>All Classes</u>
2014	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx
2015	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx
2016	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx

Pricing includes Shaped Energy, Ancillary Services, Distribution Losses, Scheduling Coordination, Resource Adequacy and Renewable Energy.

Optional Premium (cents per kWh) to increase renewable energy content to 50%

<u>Calendar Year</u>	<u>All Classes</u>
2014	x.xxx
2015	x.xxx
2016	x.xxx

Comments (attach separate sheets if necessary):

Bid Form 1B

Sample Bid Form A: Variation 1B - 100% Renewable Energy Content

Bidder Name: _____

Pricing Valid Through (Date) _____

Instructions:

Bidder must provide prices in cents per kWh for all seven customer classes and for all classes combined.

Bidder must provide bids for all years through 2016. Additional years may be bid optionally.

Energy pricing will be evaluated to thousandths of cents per kWh.

Each of the seven classes will be evaluated independently and may be selected independently.

Customer Classes

<u>Calendar Year</u>	<u>Residential</u>	<u>Small Commercial</u>	<u>Medium Commercial</u>	<u>Large Commercial</u>	<u>Industrial</u>	<u>Agricultural</u>	<u>Street Lighting</u>	<u>All Classes</u>
2014	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx
2015	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx
2016	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx

Pricing includes Shaped Energy, Ancillary Services, Distribution Losses, Scheduling Coordination, Resource Adequacy and Renewable Energy.

Comments (attach separate sheets if necessary):

Pricing Variation 2

- Unbundled prices for various components of the Energy Product.
- Prices applicable to specified volumes.
- Direct pass through of CAISO ancillary services costs.
- Fixed price terms of one, two and three years.

Bid Form 2

Sample Bid Form B: Variation 2

Bidder Name: _____

Pricing Valid Through (Date) _____

Instructions:

Bidder must provide prices in cents per kWh for all seven customer classes and for all classes combined.
Bidder must provide bids for all years through 2016. Additional years may be bid optionally.
Renewable energy pricing should reflect the per MWh premium for renewable energy (@100%) above the annual shaped energy cost for All Classes.
Energy pricing will be evaluated to thousandths of cents per kWh.
Each of the seven classes will be evaluated independently and may be selected independently.

1) Shaped Energy

Customer Classes

<u>Calendar Year</u>	<u>Residential</u>	<u>Small Commercial</u>	<u>Medium Commercial</u>	<u>Large Commercial</u>	<u>Industrial</u>	<u>Agricultural</u>	<u>Street Lighting</u>	<u>All Classes</u>
2014	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx
2015	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx
2016	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx

2) Other Costs

All Classes

	System-Wide Resource Adequacy (Dollars per kW-Month)	Local Area Resource Adequacy Greater Bay (Dollars per kW-Month)	Local Area Resource Adequacy Other PG&E (Dollars per kW-Month)	Bucket 1 Renewable Energy (Cents per kWh)	Bucket 2 Renewable Energy (Cents per kWh)	Bucket 3 Renewable Energy (Cents per kWh)	Voluntary Renewable Energy (Cents per kWh)	Scheduling Coordination (Cents per kWh)	Ancillary Services and CAISO Fees (est.) (Cents per kWh)
2014	x.xx	x.xx	x.xx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx
2015	x.xx	x.xx	x.xx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx
2016	x.xx	x.xx	x.xx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx	x.xxx

Comments (attach separate sheets if necessary):

Data Management and Customer Service

- Contractor to provide service in support of SCP's customer enrollment, billing and customer service activities.
- Services include the following requirements:
 - Electronic Data Exchange Services with PG&E
 - Customer Information System to track enrollment, payment and collection status
 - Customer Call Center
 - Billing Administration
 - Reporting
 - Settlement Quality Meter Data services
- Pricing should be proposed as a fixed monthly fee and/or monthly per account fee.

Evaluation Criteria

- Financial viability of respondent and proposed financing plan
- Operational experience of respondent, key personnel and any subcontractors/partners included in proposal
- Reliability and environmental attributes of proposed power supply
- Price
- Assistance with startup activities, bridge funding, flexible invoicing
- Demonstrated understanding of program requirements
- Use of local renewable resources
- Quantifiable demand reductions
- Supplier/technology performance guarantees
- Other factors

Bid Workbook

- Bid Workbook (Excel file) includes aggregate customer load data and bid forms.
- Individual customer data is not available at this stage due to customer confidentiality restrictions.
- Additional data may be available, if relevant, after short listing.

RFP Schedule

Release RFP	February 22, 2013
Pre-Bid Meeting	March 1, 2013
Deadline for Question Submittal	March 15, 2013
Responses Due	April 5, 2013
Notification of Short List	April 19, 2013
Short List Interviews	April 26, 2013
Finalize SCP Enrolment	July 19, 2013
Best and Final Offer	July 26, 2013
Begin Contract Negotiations	August 2, 2013
Contract Approval and Execution	October 4, 2013

Proposal Delivery

- Please ensure that proposals meet the specified minimum requirements.
- Please follow specified proposal format:
 - Introduction and Executive Summary
 - Description of Proposed Services
 - Alternative Proposal(s) (if applicable)
 - Financial, Technical, and Operational Qualifications
 - Bid Forms
- Proposals must be received by 2:00 PM Pacific Time on April 5, 2013.